



## XIOX CORPORATION

February 8, 1994

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Office of the Secretary  
Federal Communications Commission  
Washington, DC 20554

RE: "CC Docket 93-292"

Dear Commissioners:

After discussions with MCI Product Management, Xiox would like to add our comments to answer the complaints of some of the respondents to the Notice for Proposed Rule Making (NPRM) of anti-hacker equipment being too expensive.

An Xiox Hacker Preventer™ (XHP) including the (unique to Xiox) warranty against hacking, can cost the user as little as \$2.34 per user. The XHP can protect any application, voice or data, that the user may want to locate at the end of their MCI 800 service- voice mail, automated attendants, voice response units, teleconferencing bridges, modem pools, LAN connections, and IRISA™ (Intelligently Restricted Inward System Access)- Xiox' warranted replacement for DISA or Remote Access.

Xiox was proud to reference the Xiox MCI Affiliate agreement in Xiox' response to the FCC. On page 6 of Xiox' response, in response to the NPRM paragraph #18, Xiox broached the subject of, "Discounted LD for Less Risky Customers." It was in relation to this idea Xiox described Xiox' place in MCI Detect.

The relevant prices for the anti-hacker products; and Xiox' bundled pricing for our General Business System Plus call accounting follow. Xiox includes anti-hacker, Xiox Hacker Tracking software in the Xiox standard call accounting product, and all of Xiox' products are included in Xiox' MCI Affiliate agreement.

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PRODUCT

SUGGESTED  
RETAIL PRICE

MCI DISCOUNTED  
CUSTOMER PRICE

MAINTENANCE PORT  
PROTECTION

Xiox Hacker Deadbolt™

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XHDB-I D3 (requires an XHP  
A2 or larger) security options  
include AT&T tested suitable,  
second password to pagers, and  
call out for permission features

\$995

\$796

XHDB-E D1 standalone

\$1295

\$1036

XHDB-I D4 (requires an XHP  
A2 or larger) protects 2 ports; i.e.,  
PBX and Voice Mail

\$1495

\$1196

XHDB- E D2 standalone, protects  
2 ports; i.e., PBX and Voice Mail

\$1995

\$1596

XHDB- E D3 standalone, including  
AT&T tested suitable, second  
password to pagers, and call out for  
permission features

\$2995

\$2396

XHDB- E D4 standalone, protects  
2 ports; i.e., PBX and Voice Mail,  
including AT&T tested suitable, second  
password to pagers, and call out for  
permission features

\$3695

\$2956

PRODUCT	SUGGESTED RETAIL PRICE	MCI DISCOUNTED CUSTOMER PRICE
<b>REACTIVE, DIAGNOSTIC SYSTEMS</b>		
Xiox Hacker Tracker™	\$2195	\$1756
GBS Plus Xplorer, full call accounting system for up to 500 extensions including software, rate table, call storage buffer, Product Support, Warranty, and built-in XHT	\$3095	\$2476
GBS Plus Bundle 200, full call accounting system for up to 200 extensions including software, rate tables, call storage buffer, Product Support, Warranty, built-in XHT; and the advanced features of Custom Reporting, Repricing, and Reorganization	\$5695	\$4556
GBS Xplorer 2, same as the Xplorer, except the extension limit is 1000	\$7495	\$5996
GBS Plus Bundle 500, same as GBS Plus Bundle 200, except the extension limit is 500	\$9195	\$7356
GBS Plus Bundle 1000, same as GBS Plus Bundle 1000, except the extension limit is 1000	\$14,095	\$11,276
GBS Plus Bundle 2000, same as GBS Plus Bundle 2000, except the extension limit is 2000	\$16695	\$13,356

PRODUCT	SUGGESTED RETAIL PRICE	MCI DISCOUNTED CUSTOMER PRICE
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## PREVENTATIVE, WARRANTED SOLUTIONS

### Xiox Hacker Preventer™

XHP Model A artificial intelligence, and voice password analysis for up to approximately 300 users for applications involving voice mail, automated attendants, voice response units, teleconferencing bridges, modem pools, LAN connections, and IRISA™ (Intelligently Restricted Inward System Access)- Xiox' warranted replacement for DISA or Remote Access.

\$6995

\$5596

XHP Model A2 approximately 800 users

\$9995

\$7996

XHP Model B approximately 1400 users

\$12995

\$10396

XHP Model C approximately 4200 users

\$15995

\$12796

XHP Model D approximately 5000 users

\$21995

\$17596

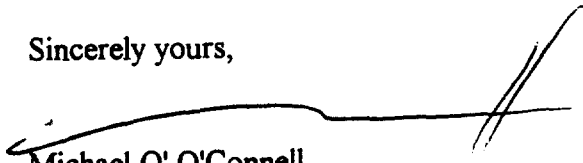
XHP Model E approximately 10000 users

\$27995

\$22396

The MCI price to the end-user of the Model E XHP, \$22,396, when divided by the number of end-users served, 10,000 yields the extremely low cost per user served, to give users secure, anti-hacker warranted use of advanced features and functions. Both external to MCI and even more so through MCI, users are able to purchase powerful anti-hacker technology inexpensively. In the case of Xiox, this technology is even warranted against toll-fraud on any and all carriers.

Sincerely yours,



Michael O' O'Connell  
Vice President of Marketing

cc: Mary Sisak, MCI  
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